

FUPWVG FALL

2012

WELCOME TO MOBILE

Presented by:
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Alabama Power Company



SOUTHERN COMPANY



- Alabama Power
- Georgia Power
- Gulf Power
- Mississippi Power
- Southern Power
- Southern Company Services
- Southern Telecom
- Southern Linc



SOUTHERN COMPANY

FINANCIALS

Operating Revenue	-	\$17,657 Million
Net Income	-	\$ 2,203 Million
EPS	-	2.40
Shares Outstanding	-	857 Million
Ret on Avg Com Eqty	-	13.04%
Total Assets	-	\$57,267 Million

***257** CONSECUTIVE QUARTERS OF DIVIDENDS DATING TO 1948

***11** CONSECUTIVE YEARS OF DIVIDEND INCREASES



SOUTHERN COMPANY

CUSTOMERS and SALES

Customers	Number of Customers	Millions of kWh Sales
Residential	3,809,000	53,341
Commercial	579,000	55,855
Industrial	15,000	51,570
Total Retail	4,403,000	159,702
Total Wholesale	9,200	30,345
TOTAL	4,412,200	190,047

MOST CUSTOMERS HAVE AMI METERS

SOUTHERN COMPANY GENERATION

TOTAL - 43,500 MW

SOURCES

Coal 52%

Oil & Gas 30%

Nuclear 16%

Hydro 2%

SOUTHERN COMPANY BUSINESS PHILOSOPHY

- Keep Customers At The Center Of All We Do
- Provide High Reliability and Power Quality
- At Affordable Prices
- With The Goal of Very Satisfied Customers
- And Constructive Relationships With Regulators
- Constructive Capital Investments

SOUTHERN COMPANY

CUSTOMER SATISFACTION

- APC #1 J.D. Power 2011 Electric Utility Large Segment Business Customer Satisfaction Study
- APC #1 Large Business Customer Value Benchmark
- MPC #1 General Business Customer Value Benchmark
- APC #1 Residential Customer Value Benchmark
- All Southern Company OPCO's Consistently Rank Near the Top

SOUTHERN COMPANY

U.S. MILITARY

- \$200 Million in Energy Services Projects
- 619 MW Demand
- 3,182,083 MWH Energy
- \$217 Million Annual Electric Revenue

SOUTHERN COMPANY

ENVIRONMENTAL LEADERSHIP

- Emission Reduction
- 21ST Century
- New Nuclear
- Renewables
- Energy Efficiency
- Smart Grid
- Stewardship

SOUTHERN COMPANY

EMMISSION REDUCTION

- **\$8.33B Emissions Controls Since 1990**
- **Additional \$1.5 Billion Through 2014**
- **Since 1990, NO_x and SO_x Emissions Down 70%,
While Generation is up 40%**
- **\$740 Million Environmental Research Past Decade**

SOUTHERN COMPANY

21st CENTURY COAL

- Building 582 MW Plant in Mississippi Using Locally Mined Lignite and TRIG Technology with 65% CO₂ Capture & Resale (also H₂S04)
- Managing USDOE National Carbon Capture Center in Alabama To Test Next Generation of Technology
- Major CO₂ Sequestration Demo at Plant Barry near Mobile, AL

SOUTHERN COMPANY

NEW NUCLEAR

- 2 - 1100MW Units at Plant Vogtle in Georgia
- WH AP1000 Design is World's Safest Nuclear Technology - Passive Safety Features
- Only Advanced Reactor Under Construction in U.S.
- 30 Plus Year Record of Safe Nuclear Operation

SOUTHERN COMPANY

RENEWABLES

Renewable Energy	Result
Hydro	33 Plants / 2,820MW
Solar	<ul style="list-style-type: none"> •30MW - New Mexico •2 additional plants under development in Nevada •GPC seeking regulatory approval to add 210MW
Biomass	100MW Wood Biomass Project in Texas
Wind	APC 2-200MW Purchased Power Agreements from Oklahoma and Kansas
Landfill Gas	<ul style="list-style-type: none"> •3.2MW Dekalb County, GA •6.4MW Savannah, GA •3.2MW Perdido, FL
Solid Waste	Purchasing 11MW Bay County, FL

SOUTHERN COMPANY

ENERGY EFFICIENCY

- Southern Company Programs Have Reduced Peak Demand by 3600MW
- Southern Company To Invest \$600 Million in Energy Efficiency and Demand Control Over the Next 10 Years

SOUTHERN COMPANY

SMART GRID

- Southern Company Responsible for \$5.5 Billion in Transmission Assets
- 27,000 Miles of Transmission Lines
- 3,300 Transmission Substations
- 154,000 Miles of Distribution Lines
- 3.6 Million Poles
- 300,000 Acres of Right of Way
- Installing 4.4 Million Smart Meters & Other SmartGrid Devices

SOUTHERN COMPANY

ENVIRONMENTAL STEWARDSHIP

- Long-term Commitment to Wildlife and Conservation
- Longleaf Legacy / Longleaf Stewardship Fund
- Power of Flight
- Five Star Restoration (Water)
- Renew our Rivers
- Water Research Center - Plant Bowen GPC